

## PURCHASERS' QUESTIONNAIRE

### STEEL

*Return completed questionnaire to:*

#### UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be Received by the Commission By June 4, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with investigation No. TA-204-9, Steel, under section 204 of the Trade Act of 1974 (19 U.S.C. 2254). The information in the questionnaire is needed to supplement data available to the Commission from other sources and is requested under the authority of section 204 of the Trade Act of 1974. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm purchased steel (as defined in the instruction booklet) since April 1, 2000?

☐

**NO**

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES**

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

### CERTIFICATION

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission. I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3 and that all contract personnel will sign non-disclosure agreements. I understand that the confidential business information that is furnished may be released under an administrative protective order issued by the Commission pursuant to section 206.17 of the Commission's Rules of Practice and Procedure (19 CFR § 206.17), and may be included in a confidential version of the report that the Commission transmits to the President, should the Commission transmit a confidential version. By signing this certification, I also grant consent for the Commission, and its employees and contract personnel, to use, in this investigation and in any other investigations conducted by the Commission under part 1 of Title II of the Act arising out of the relief action taken by the President as a result of the Commission's determination in investigation No. TA-201-73 on steel products, the information I provide in this questionnaire and throughout the investigation and any information provided by my firm in investigation No. TA-201-73.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 10 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436. Further information on this questionnaire can be obtained from Joshua Levy (202-205-3236, jlevy@usitc.gov).

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- I-3. Is your firm owned, in whole or in part, by any other firm?

" No                      " Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, that import steel into the United States?

" No                      " Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

**PART I.—GENERAL QUESTIONS—Continued**

I-5. Does your firm have any related domestic or foreign firms that produce steel?

" No                      " Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

I-6. Where does your company stand in the distribution chain between the primary manufacturers and the end users of steel (e.g., distributor, end user, etc.)?

\_\_\_\_\_  
\_\_\_\_\_

**PART II.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

Please note that the questions in this section refer to any of the steel products for which import relief was granted (see instruction booklet). If your response differs depending on the type of steel, please note this in your response and provide separate information for each steel product.

II-1. Please indicate which of the following steel products your firm purchased during the period April 2000-March 2003. Place a check in the space provided if your firm purchased a specific product from domestic and/or foreign sources.

Product	Purchases of domestic product		Purchases of imported product	
	Yes	No	Yes	No
<b>Carbon and alloy flat steel:</b>				
Slabs				
Plate				
Hot-rolled sheet and strip				
Cold-rolled sheet and strip (excluding GOES)				
Corrosion-resistant (and other coated) sheet and strip				
Tin mill products				
<b>Carbon and alloy long products:</b>				
Hot-rolled bar and light shapes				
Cold-finished bar				
Rebar				
<b>Carbon and alloy tubular products:</b>				
Welded pipe, not including OCTG:				
Flanges and fittings				
<b>Stainless and alloy tool steel:</b>				
Bar and light shapes				
Rod				
Wire				

**PART II.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

- II-2. Since March 20, 2002 when import relief measures were implemented, please indicate whether your purchases of domestic or imported steel increased, decreased, or stayed the same. Please state the reasons for any increase or decrease.

**Domestic:**

" Increased                      " Decreased                      " Stayed the same

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**Imported steel subject to safeguard measures:**

" Increased                      " Decreased                      " Stayed the same

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**Imported steel NOT subject to safeguard measures:**

" Increased                      " Decreased                      " Stayed the same

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- II-3. Since March 20, 2002, has your firm experienced difficulties (e.g., allocations, delayed deliveries, shortages) procuring steel in the quantities necessary to meet its needs?

" No                      " Yes—Please provide details of products (size, type, or grade), quantities, time periods, and suppliers involved.

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- II-4. Please indicate whether there has been a change since March 20, 2002, in the percent of purchases made by your firm that are on a contract basis and on a spot basis:

" Spot purchases have increased relative to contract purchases

" Spot purchases have decreased relative to contract purchases

" Spot purchases have not changed relative to contract purchases

**PART II.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

- II-5 a) In general, do prices for purchases of steel pursuant to contracts follow a similar trend to prices for steel purchased in spot sales?

" No                      " Yes

Please describe the trends:

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- b) Please indicate whether there has been a change in the relative levels of spot and contract prices for steel since March 20, 2002:

" Spot prices have increased relative to contract prices  
 " Spot prices have decreased relative to contract prices  
 " Spot prices have not changed relative to contract prices.

- II-6 Please indicate whether there has been a change since March 20, 2002, in the average lead time between your firm's order and the delivery of your firm's purchases of its steel:

" Domestic lead times increased	" Import lead times increased
" Domestic lead times decreased	" Import lead times decreased
" No change in domestic lead times	" No change in import lead times

- II-7 Please indicate how prices of similar grades/types/sizes of steel from different sources have changed since March 20, 2002. Please answer for all countries with which you are familiar.

United States	" Higher	" Lower	" Same
_____	" Higher	" Lower	" Same
_____	" Higher	" Lower	" Same
_____	" Higher	" Lower	" Same

**PART II.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

II-8 Based on your firm's experience, identify (by checking the applicable box(es)) and evaluate the following actions taken by domestic producers since March 20, 2002. Please be specific in your evaluation as to the product(s) and producer(s) involved.

" Introduction of new or innovative product \_\_\_\_\_  
\_\_\_\_\_

" Improved product quality \_\_\_\_\_  
\_\_\_\_\_

" Expansion of marketing efforts, including e-commerce \_\_\_\_\_  
\_\_\_\_\_

" Improvements in customer service \_\_\_\_\_  
\_\_\_\_\_

" Other efforts to make a positive adjustment to import competition (please identify) \_\_\_\_\_  
\_\_\_\_\_

**PART II.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

II-9. Please indicate whether the following factors have tended to increase, decrease, or have no effect on the price of steel products in the U.S. market since March 20, 2002, and rate the factors on a scale of 1-4 according to their relative contribution to the price of steel, with 1 being very important, 2 important, 3 somewhat important, and 4 not important.

Changes in competition between U.S. producers (please specify \_\_\_\_\_)

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in the level of competition from substitute products

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in the level of competition from imports from exempt countries

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in the level of competition from imports from countries subject to the section 203 remedy

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in the cost of raw materials (please specify \_\_\_\_\_)

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in energy costs

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in domestic production capacity (please specify \_\_\_\_\_)

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in the allocation of production capacity to alternate products

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in the productivity of domestic producers

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in labor agreements, contracts, etc.

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changes in transportation/delivery cost changes

" Increase " Decrease " No change \_\_\_\_\_ Importance

Changing market patterns (please explain \_\_\_\_\_)

" Increase " Decrease " No change \_\_\_\_\_ Importance

**PART II.—MARKET CHARACTERISTICS AND PURCHASING PRACTICES—Continued**

**II-8--Continued**

Changes in demand for steel within the United States (please explain \_\_\_\_\_)

" Increase      " Decrease      " No change      \_\_\_\_\_ Importance

Changes in demand for steel outside the United States (please explain \_\_\_\_\_)

" Increase      " Decrease      " No change      \_\_\_\_\_ Importance

Other (please specify \_\_\_\_\_)

" Increase      " Decrease      " No change      \_\_\_\_\_ Importance

Use the space below for any detailed discussion/elaboration on factors affecting price changes of steel in the U.S. market since March 20, 2002:

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